

Message Text

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C O N F I D E N T I A L BERLIN 5874

E.O. 11652: GDS

TAGS: BEXP, ETRD, PFOR, GE, US

SUBJECT: US-GDR TRADE RELATIONS

REF: (A) BERLIN 5853; (B) BERLIN 5701

1. IN REFTEL A THE EMBASSY PROPOSED THAT A SENIOR OFFICIAL OF THE DEPARTMENT OF COMMERCE VISIT LEIPZIG DURING THE FIRST DAYS OF THE FALL FAIR (AUGUST 31-SEPTEMBER 7) TO COMPENSATE FOR THE CANCELLATION OF THE BUSINESS DEVELOPMENT OFFICE PLANNED FOR THAT EVENT. WE ENVISAGE ACTIVE PROGRAM FOR THE DESIGNATED INDIVIDUAL SO AS TO PROVIDE THE USG A SUITABLY HIGH PROFILE AT THE FAIR. IN ADDITION TO VISITING FAIR EXHIBITS, PARTICULARLY THOSE OF US FIRMS, WE ANTICIPATE A NUMBER OF CALLS ON RANKING GDR OFFICIALS, INCLUDING FOREIGN TRADE MINISTRY STATE SECRETARY GERHARD BEIL. SUCH AN ENCOUNTER WOULD PROVIDE THE OCCASION FOR A RESUMPTION OF HIGH LEVEL US CONTACTS TO BEIL AND AN OPPORTUNITY FOR AN INFORMAL OVERVIEW OF US-GDR TRADE ISSUES.

2. IF THE DEPARTMENT CONSIDERS THE TIME OPPORTUNE, AN OBJECTIVE OF THE MEETING COULD BE TO EXTEND TO BEIL AN OFFICIAL INVITATION TO VISIT WASHINGTON BEFORE THE END OF THE YEAR. A GDR FOREIGN TRADE MINISTRY OFFICIALS (SCHMIED, USA DESK OFFICER) RECENTLY CONFIRMED BEIL'S CONTINUING INTEREST IN A
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VISIT TO THE US FOR CONVERSATIONS WITH GOVERNMENTS

OFFICIALS AND WITH THE PRIVATE SECTOR. THE SAME SOURCE HAS INDICATED, MOREOVER, THAT THE NEXT STEP IN RESCHEDULING THE BEIL VISIT, DEFERRED AT OUR REQUEST, IS OURS TO TAKE.

3. THE EMBASSY BELIEVES THAT THE RESENTMENTS RESULTING FROM THE DEFERRAL OF THE BEIL VISIT HAVE LARGELY BEEN DISSIPATED. WE NEVERTHELESS FEEL THAT THE EXTENSION OF A FORMAL INVITATION TO BEIL AT THE LEIPZIG FALL FAIR WOULD DISPEL ANY LINGERING PIQUE AND ALSO SERVE THE SUBSTANTIVE PURPOSE OF PERMITTING POLICY LEVEL OFFICIALS ON BOTH SIDES TO OBTAIN A FIRST HAND APPRECIATION OF THE POSSIBILITIES AND THE PROBLEMS OF THE BILATERAL TRADING RELATIONSHIP.COOPER

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